

REMARKS

Please consider this Response under 37 CFR §1.105.

I) A copy of the following references (related to the field of inventory control for airline and hotel reservation systems) are attached:

- 1) US Patent No. 5,255,184 to Hornick, issued 10/19/1993.
- 2) US Patent No. 5,270,921 to Hornick, issued 12/14/1993.
- 3) US Patent No. 5,404,291 to Kerr, issued 4/4/1995.
- 4) US Patent No. 5,652,867 to Barlow, issued 7/29/1997.
- 5) US Patent No. 5,918,209 to Campbell, issued 6/29/1999.
- 6) US Patent No. 6,236,315 to Talluri, issued 7/17/2001.
- 7) S.L. Brumelle et al., "Airline Seat Allocation with Multiple Nested Fare Classes," Operations research, vol. 41 (No. 1), p. 127-137, (Jan.- Feb. 1993).
- 8) E.L. Williamson, "Airline Network Seat Inventory Control: Methodologies and Revenue Impacts," Flight transportation Lab Report R-92-3, MIT, (June 1992).

References 1, 3, and 6 provide processes for managing inventory control across an enterprise system and an online reservation system. Reference 2 provides a network flow based method that simplifies a solution of integer programming based methods. Reference 4 is a simulation system for estimating the impact of changing flight schedules on revenue. References 7 and 8 present point demand estimates.

II) Additional papers related to the field of inventory control for airline and hotel reservation systems, which cannot be readily obtained, include:

1) Ben Vinod, "Reservation Inventory Control Techniques to Maximize Revenues," The Third International Airline Management Conference, (Dec. 3, 1990).

2) R. Phillips, "A Marginal-Value Approach to Airline Origin and Destination Revenue Management," Decision Focus Incorporated (1994).

3) R. Simpson, "Using Network Flow Techniques to Find Shadow Prices for Market Demands and Seat Inventory Control," Flight Transportation Laboratory Memorandum M89-1 (1/1989).

Paper 1 presents a point demand estimate. Papers 2 and 3 present allocation limits for each fare class specified in terms of a price threshold by estimating a marginal value of a unit of inventory for a price class.

III) Materials related to the conference presentation "Accepting Bids Under Uncertain Future Demands," INFORMS Annual Meeting, Miami, Florida, November 5-8, 2001 cannot be readily obtained.

Early and favorable reconsideration of the case is respectfully requested.

Respectfully submitted,

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By: /Nathaniel T. Wallace/
Nathaniel T. Wallace
Reg. No. 48,909
Attorney for Applicant(s)

Mailing Address:

F. Chau & Associates, LLC
130 Woodbury Road
Woodbury, New York 11797
TEL: (516) 692-8888
FAX: (516) 692-8889